



IAIP Region VII



Winter 2023
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Development Program & More

<https://iaipregion7.org/>

LEADERSHIP_ **E**DUICATION_ **A**CHIEVEMENT_ **D**EVELOPMENT

“Join us in Honolulu, HI”



Conversations with Christine

Region VII RVP, Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP

Region VII:

As started to write my newsletter report for 2023, I had to take a moment and pause to think how we did as a region with regards to still dealing with COVID and other life factors? Well, I can honestly say, we did just fine, and it did not hold us back. Did we have record breaking numbers, the answer is no, but as a Region we are stable. We are fighting the fight and slowly growing. As a Region, we learned to adapt to ongoing change in circumstances, we chipped away at challenges and found workarounds. We became more resilient and pliable. I am so proud of our Region on what we had to do to surge forward to keep moving as well as contribute to IAIP's growth and

development. Please pat yourselves on the back for a job well done.

Despite these turbulent times, the transition from 2022 to 2023 provided us opportunity to reflect on all the successes we accomplished together along with opportunities. I can't begin to tell you how proud I am as your Region VII Vice President. I am so, so appreciative of your unfailing ability as members to continue to persevere and adapt. The local associations that had to fold did not do it easily. It was a difficult decision but they moved forward as MAL's and continued to contribute to IAIP. For that, I am grateful. As members, you managed to still hold and attend educational classes, host virtual or physical meetings, have social events, teach CWC classes

(1 st Region VII CWC), provide community service and obtain valuable designations. As RVP, I am very proud of all your accomplishments as a member and a region.

My mantra has been “L.E.A.D.” and “Be the Change”. I want to highlight one member who incorporated my mantra went above and beyond to not only work on the LMS platform but recorded many of the IAIP courses On Demand. She is currently working on the CWC Essential course and offered to volunteer her time to work on the CWC 10-week course as well. She was recognized at the Board meeting by the Education Task Force and ME staff and I want to give a BIG shout out to Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP, DAE for dedication and contribution. I think many have contributed one way or another to IAIP and wanted to “Be the Change”, for that I thank you but there is more work to do.

Again, if you are struggling with filling positions, committees or the same members are Chairing or holding the same positions as a revolving door, perhaps it’s time to rethink your bylaws. There is a great tool on “Rethinking Local Association Bylaws” that can be found on the IAIP website Leadership tools, Local. It can help the small associations modify and reduce the number of positions and committees. If you can’t get members to attend meetings- virtual or physical, then consider changing from monthly to every other month or quarterly. You’ve got to rethink and change things up so that it is not stale, and members want to attend and participate.

There are so many enhancements to IAIP and more to come. The LMS platform is just around the corner. It is in a beta test mode right now and it will be up and running before you know it. That in itself is a phenomenal step for IAIP.

In Fellowship,

Christine

Christine Chandler Tillett, aPHR, CLP, CDP, CRIS, TRIP, MLIS, CIIP

Again, I want to stress that there are awards and scholarships out there, but you won’t be considered if you do not apply. I cannot begin to tell you how disappointing it is as your RVP to hear a category and have no submissions. ☹️ “Be the Change” for your Local Association, Council, State or Region. Have you been on the sidelines? Not gotten involved. Well, it’s time to shake it up and get out there and get involved. Do not be a spectator, be a participator. I know you have something to offer, don’t hold back, let us see it as well.

As always, your RVP Team is here to assist. You just need to reach out to Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP, DAE, and her liaisons for Education, Regina Lemanowicz, CLP, with her liaison for Marketing, Sarah Jane Jara, CLP, with her liaisons for Membership and Terri Brennan, with her liaisons for MAL. You can find their contact information in this newsletter and on the Region VII website. I am here as well. If you have a question or need assistance, please reach out to me. Together we can make a difference. Together we can “Be the Change”. Together we can develop and grow this association. Don’t forget the contests- you just may be a winner!

Remember, “Be the Change” do something different, tackle something new, take a course, start a designation, or finish one, and attend your **Region VII Conference in Honolulu, HI** . We want to have a record number of attendees for our sister association, Honolulu Association of Insurance Professionals (HAIP) who will be our host in April. So, if you were on the fence, get off and join us in Honolulu, HI for a wonderful educational and fellowship experience. Don’t forget that the International Convention will be held in Providence, Rhode Island, June 23 – 25.

Leadership Education Achievement Development

EC CONNECTION



Happy New Year!

What an amazing year we've had. Have you watched Executive Director, Amanda Hammerli's recap?

Our members asked for improved technology, and we are doing all we can to deliver. The improvements made in the past year are just the tip of the iceberg. We're actively working on additional ways to deliver content to our members, keep everyone connected, and enhancing member value with initiatives, partnerships, and member benefits.

Have you checked out the member portal page when you log into our website? We have a private social network ("my feed") - just for you. You can access the power of the entire IAIP network in two easy steps! Step 1: Connect with others. The more

connections you make, the more content you will see in your feed. Reach out to the people you know. Reach out to the people you've just met. Reach out to new folks whose name you know, but you haven't met yet. Step 2 – Tell us what's going on in your corner of the world – your local association, council, and region. Not sure what's coming up in your area?

This is a great place to ask! Have you taken a class lately? What did you think about it? Start the conversation, and let's get chatting in this amazing tool we have. Dive into the networking opportunities your membership provides you!

Cheers!

Vickie Harmon – Vice President- International Association of Insurance Professionals

10-01-2022 to 12-31-2022



DAE: Marcella Reynolds Beasley, MA, CIC, CISR, ACSR, AINS, CRIS, MLIS, TRIP, AFIS, CCIP, WCIP, CIIP, CLP, DAE

LINKS

[Int'l Association of Insurance Professionals](http://iaipregion7.org)

<http://iaipregion7.org>



Regional Directors & Council Directors

Education: Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP, DAE, CRIS

Marketing: Regina Lemanowicz, CLP

Membership: Sarah Jane Jara, CLP

Members at Large: Terri Brennan

CA Council Director: Dawn Manzano, CISR, CLP, CIIP

HI Council Director: Hawaii Council Director - Martin Beardeaux, AIDA, ARM-E, AINS

IAIP Education & Events Calendar

2/6, 2023	<u>Advanced CLP Virtual: Managing Up</u>
2/13, 2023	<u>YNP SIC: Work Life Balance Tips</u>
2/23, 2023	<u>2023 Meet the Candidate Webinar</u>
3/21, 2023	<u>Advanced CLP Virtual: Effective Change Management</u>
4/26, 2023	<u>Virtual Town Hall April 2023</u>
4/27-4/29, 2023	Region VII Conference-Honolulu Hawaii
6/23-6/25, 2023	International Convention – Providence, Rhode Island



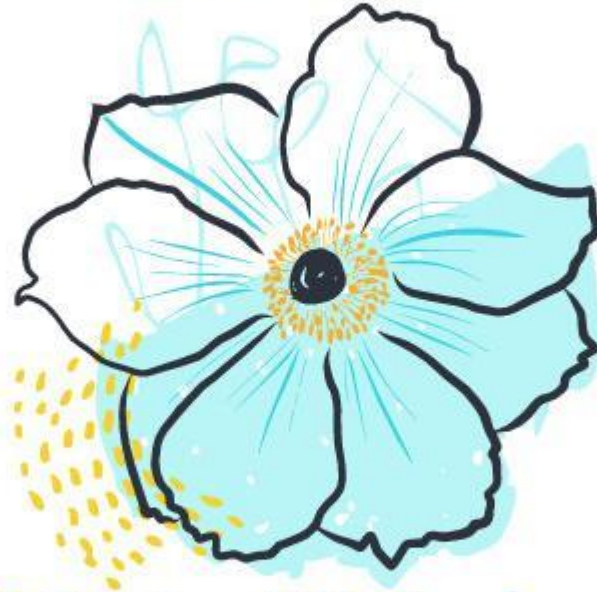
POOLSIDE CHAT WITH THE RVP & TEAM

<i>February 16, 2023</i>	<i>April 20, 2023</i>	<i>June 15, 2023</i>
Join Zoom Meeting https://us02web.zoom.us/j/89222443519	Join Zoom Meeting https://us02web.zoom.us/j/85985801029	Join Zoom Meeting https://us02web.zoom.us/j/89088403126
Meeting ID: 892 2244 3519	Meeting ID: 859 8580 1029	Meeting ID: 890 8840 3126

Join us for important updates, regional news and time to chat with members.

Return to Paradise

In 2023



IAIP Region VII Conference
April 27-29
Honolulu, Hawaii

www.haipro.biz/region7conference

For additional details, agenda, hotel reservations and registration form please visit the website at www.haipro.biz/region7conference



OAHU ACTIVITIES & EXCURSIONS

Things to do while on Oahu

We recommend that you utilize the concierge service offered by the host hotel, Prince Waikiki. The concierge will recommend preferred vendors, provide costs, details of event, and will make reservations for you and your party. Concierge Service 808-944-4423 available Mon-Sat 8:00AM-4:00PM HST

Popular Attractions on Oahu:

- Pearl Harbor ▪ Waikiki Atlantis Submarine ▪ Sea Life Park
- Honolulu Zoo ▪ Bishop Museum ▪ Polynesian Cultural Center
- Dole Plantation ▪ Honolulu Aquarium ▪ Kualoa Ranch

- Snorkeling
- Whale/Dolphin Watching
- Parasailing/
Kayaking
Paddleboarding
- Helicopter Tours
- Surfing Lessons



JOIN US FOR
SUNSET IN PARADISE



FRIDAY APRIL 28, 2023
6 PM – 9 PM

PRINCE WAIKIKI – MULIWAI DECK

Live Hawaiian Music
Hula Dance Off

Food (Heavy Pupu's) / Drinks (No Host Bar)

Aloha Wear Contest

- ~ Best Vintage Aloha Wear
- ~ Funniest Aloha Wear
- ~ Best Magnum PI Aloha Wear






Registration is Now Open!

Registration for the 2023 IAIP Convention in Providence, Rhode Island on June 23-25, is now open. Registration for the Regional Hub Conferences on Thursday, June 22 is also available. **Register Now!**

Expect to learn tactics for preventing cyber fraud, the ins and outs of trauma recovery services, how to increase your resilience, and achieve a better understanding of water damage and subrogation. And so much more! Don't miss out!



Register

Convention microsite: <https://iaipconvention.com/>

Convention exhibitor or sponsor:

[https://cdn.ymaws.com/www.internationalinsuranceprofessionals.org/resource/resmgr/2023_convention/2023](https://cdn.ymaws.com/www.internationalinsuranceprofessionals.org/resource/resmgr/2023_convention/2023_Convnetion_Prospectus.pdf)

[Convnetion Prospectus.pdf](https://cdn.ymaws.com/www.internationalinsuranceprofessionals.org/resource/resmgr/2023_convention/2023_Convnetion_Prospectus.pdf)

IAIP FIT INSURANCE PROFESSIONAL

We would like to invite you to like and follow the IAIP Fit Task Force Facebook Page, where we will be posting the competitions, recipes, workouts and all things FIT:

<https://www.facebook.com/profile.php?id=100064911455700&mibextid=LQQJ4d> . We will be making weekly posts checking on your progress and looking for feedback from you. Never know there might be some prizes to be won also!

LINKS:

30-day challenge: https://www.internationalinsuranceprofessionals.org/resource/resmgr/fit/fit_task_force_2022-2023/30_Day_Self_Care_FIT_IAIP.pdf

Miracle Morning: https://www.internationalinsuranceprofessionals.org/resource/resmgr/fit/fit_task_force_2022-2023/The_Miracle_Morning.pdf





Education Director

Gina, Martha, and I have been working hard to bring the Region as much information as possible about educational opportunities. Each month, we share an email with the classes coming up in the next 60 days. Some of these classes are hosted by IAIP national, some are from other regions, and others are shared with us by our industry partners. With each of these emails, we ask that the education directors share with their members, and let us know of any other opportunities to share. Most months, we will receive additional communications from local associations that we get to share, so hopefully, everyone is seeing our emails. If you are not, first, check your spam folder. Next, please connect with your local Education Chair, or reach out to me, Martha, or Gina. This is also a good time to remind

you to check your email settings and be sure that education@iaip-ins.org is a favorite.

The Education team is excited for the much-anticipated drop of the IAIP Learning Management System. In addition, the Confidence While Communicating full course update is almost complete, as well as our development of CWC Essentials - an abbreviated version of CWC for those who want to improve their speaking and presentation skills, but not compete in a Speak Off.

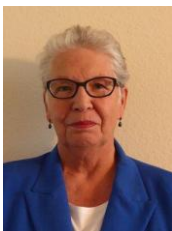
Finally, we hope to see everyone at the Region VII Conference, hosted by the Honolulu Association of Insurance Professionals. They are hard at work bringing a conference full of relevant content, including a full day of education.

To your education,

Region VII Education Director: Keri Herlong, CPCU, CIC, CRM, CISR, ACSR, AIM, CIIP, CLP, DAE, CRIS

Region VII Education Liaison : Martha Nobriga, CPIW, CPSR

Region VII Education Liaison: Gina Thomas Patterson, CISR-Elite, CPIW, CLP, DAE



Marketing Director

Happy New Year.

Marketing is all about promoting. Promoting our association, events and community service programs. There are so many ways to get the word out about what membership in IAIP has to offer. Facebook, Instagram and LinkedIn are the most used methods of marketing. In my opinion the most effective way is TALK. Talk to your colleagues, your employer and your employees. Talk about leadership opportunities, career development, education, conferences and networking with

hundreds of insurance professionals. Share your story.

I would like to share one of my favorite resources, TradePub. There are free downloads on topics like Time Management, How to Motivate Employees, Working with Zombies, and Windows 11 for Dummies (I need this one). There is also a weekend edition called Sunday Signal. You can sign up to receive these free downloads at <https://www.TradePub.com>. I promise it will be

worth it.

Regional Marketing Directors have been participating in regular meetings for the purpose of discussion and sharing ideas on the best way to promote IAIP. If you have any marketing ideas or feedback you would like me to share at the next meeting please email them to me.



Membership Director

My team and I are continuing to work together to come up with ideas to increase membership to IAIP. Hats off to Hawaii and San Diego, which continue to gain new members.

Did any local associations get engagement with their contacts by reaching out and directing them to check out the enhancements to the IAIP website? Were you able to bring back non-renewed members? These have been our focus points in this term, so please let me know if or when any tactic works to bring in a new or bring back a prior member.

We realize that associations are not doing great with memberships all around, but we want to be the difference! Let's make 2023 the year we prove the naysayers wrong! So, if you know of



Members at Large Director

Happy New Year everyone – can you believe we're almost into February! I hope you all found plenty of time over the holidays to spend with your friends and family, but more importantly, that you took some time to for yourself, to reflect on what your plans for 2023 look like.

We look forward to marketing and promoting your upcoming events

In fellowship,

Region VII Marketing Director: Regina Lemanowicz, CLP

Region VII Marketing Liaison: Chenise Blalock

any potential member on the fence, reach out to me and my team and we will contact the former member. Everyone let's GO ALL IN and make Region VII stronger than ever! Continue talking IAIP whenever and wherever you can! Regional in Hawaii could definitely be a conversation starter and gain some interest in joining this great association!

In fellowship,

Sarah Jane Jara, CLP- Membership Director
Membership Team

Sandy Malone, CLP, CISR, ACSR, DTM, CWC,
Membership Liaison

Annette Ing-Firmeza, Membership Liaison

Mark Coberly, Membership Liaison

Region VII MALs participated in a Community Service Project in Dec – lead by our own Jolene Galvan.

With the support of our IAIP members (and several other participants) she was able to provide 120 gifts to Cogir of Manteca. (Check out the Dec Facebook post to see how cute they turned out!) I think it would

be great to plan another event for March or April.
Send me your ideas!

Local Associations throughout Region VII – please be sure to let the MALs know if you're holding an in-person or virtual educational or social event. We'd love to be involved.

Have you heard about IAIP's 2023 Membership Drive? (Sponsored by KnK Compliance) It runs Jan 6th until June 30th. IAIP – TOGETHER WE SUCCEED. Check out the link below:

<https://www.internationalinsuranceprofessionals.org/general/custom.asp?page=2023Membershiptdrive>



California Council Director – Dawn Manzano, CISR, CLP, CIIP

Greetings,

Can you believe it we are already in 2023? Where has the time gone? Just a few short months ago many of us were together in San Ramon for the California Council Meeting. It was so great being able to see one another again and fellowship with everyone.

Hopefully you have all been receiving the blast emails from International and I am hoping that many of you are already signed up to attend the Regional Conference in April in Hawaii.

Reminder Fresno will be hosting the 2023 California Council Meeting in the fall. Look out for details on that meeting. I will be soliciting for volunteers for

Let us know if you have any questions.

In fellowship,

Terri Brennan – Region VII MAL Director
brennata@gmail.com

Micheal Bonham – MAL Liaison

Kelly Reese – MAL Liaison

committees for the Council Meeting so if you have a role you would like to fill please reach out to myself or Christina.

Please make sure that the Council Team and I are on your email blasts with information on your upcoming meetings and any community action activities that you are hosting or have coming up so that we can get involved.

As we are now in 2023 please be on the lookout for email blasts from National for the upcoming elections.

In Fellowship,

Dawn Manzano

IAIP Membership Campaign



How does a new iPad or Chromebook sound? It could be yours!
Simply tell non-members and former IAIP members why they should join (or re-join) IAIP. Tell your story! What has your IAIP journey been? How has IAIP helped you grow as a leader? Tell them about all of the amazing new initiatives that IAIP has recently implemented. The contest ends June 30 and the winners will be announced in July.

This membership drive is sponsored by KnK Compliance.



<https://www.internationalinsuranceprofessionals.org/general/custom.asp?page=2023Membershipdrive>

**JOIN OR
RENEW
TODAY**



DID YOU KNOW?

The NAIW Legacy Foundation is dedicated to the

development of educational programs for insurance professionals and is funded through generous, tax deductible financial contributions primarily for you, the IAIP Member.

The history of our scholarship foundation dates back to 1993, and has continued to evolve into the current 501 C 3 Foundation dedicated to support the growth and advancement of IAIP members by funding professional development and career opportunities.

In 2023 the Foundation has so much to offer that you may not know about.

DID YOU KNOW? Any donation that you will give to the foundation will:

- Provide for the development of education courses
- Provide funding for Local, Council Regional education seminars and workshops
- Keynote speakers
- Support of members pursuing insurance education

DID YOU KNOW? – there are many ways to donate funds; use this link

<https://www.internationalinsuranceprofessionals.org/donations/>

From the Board of Directors of NAIW International Legacy Foundation, Thank you for your continued support.

June Taylor, Director

DID YOU KNOW? - The 2023 Regional Campaign is “Sailing the Seven Seas with Legacy in 2023 Support your Region in the NAIW Legacy Foundation regional campaign. Providence is known for its many miles of pristine coastline and gorgeous ocean views, so join us as we race our sail boats across the seas in this year’s fundraising competition. The game officially begins on January 1, 2023, but this year, all donations to the foundation starting July 1 2022 will be counted towards your region’s goal. The region with the greatest total donations based on the total number of members per region by the beginning of the Welcome Party on Friday, June 23 will be deemed the winner. Help your region win the sailboat race and achieve a win for the Foundation. Try to be the first to finish sailing the seas!

DID YOU KNOW? Grant Application’s due by March 15th.

DID YOU KNOW? In the spring of 2023, The Legacy Foundation will host another online auction. Look for Dates to be announced.

DID YOU KNOW? The 2023 Keynote speaker at International Convention is sponsored by NAIW Legacy Foundation

DID YOU KNOW? NAIW Legacy Foundation is the official sponsor of IAIP’s LMS on demand learning system. (2022- 2023)

DID YOU KNOW? The Legacy Foundation has budgeted \$12,000 for Scholarships and Grants for the 2022-2023 Fiscal Year.

Meet the 2023 Candidates for International Secretary



Martha Elliott CIIP, CIC, ANFI, CISR is currently serving her second term as President of Insurance Association Of Suburban Kansas City (IAOSKC), Region V, and is a candidate for IAIP International Secretary in 2023. Martha began her insurance career as a Client Service Coordinator for Marsh & McLennan Agency in Overland Park, Kansas, 2010. After joining IAIP and then earning a CISR, she mentored other employees on the path to designations. She was voted Chair of the company's Charity Committee, oversaw corporate charity disbursements and worked directly with the administrations of charities like:

- Harvesters
- The Salvation Army
- Susan G. Komen & Race For The Cure For Breast Cancer
- Light The Night For Leukemia

Since 2011, she has been involved in many IAOSKC charity efforts including fundraising for the Norm Ziegler Trailblazer Scholarship (which is now administered by the Legacy Foundation). Martha has been a member of IAIP since 2011 and served her first term as IAOSKC President in 2013. During her tenure at Marsh, Martha received three distinguished awards: International Rookie of the Year (2013), Outstanding CSR of the Year (KS) (2014), and Regional Client Service Professional of the Year (2015).

She has also served the IAIP Board as Regional Vice President for both Region VII (2015-16) and Region V (2016-17).

Martha's career took an interesting turn when she accepted an Underwriter II position at Torrent Technologies (a FEMA National Flood Insurance service) (2017-19). She earned an ANFI and soon became the in-house Subject Matter Expert on FEMA's manual. She worked with agencies nationwide to coordinate insurance information during two U.S. hurricanes and multiple flood disasters. Martha has a Department of Homeland Security Clearance.

In 2019 Martha won IAIP Regional Professional Underwriter of the Year award. Then in 2022 she received the Outstanding CSR of the Year (KS) from National Alliance and KAIA.

But all of these data points are topical distillations – not enough quality information to let you know who Martha Elliott is, her management style, her personality, how she compares to other candidates on issues, or why you should vote for her. Martha's first-of-its-kind campaign website was designed to introduce the candidate to the IAIP voter in a digital but more organic way. There you can find a personal introduction, complete education and scholarship histories, participation timelines, charity details, campaign issues, speech excerpts and convention photos.

<https://.voteforme.info>

Martha Elliott is a great asset to IAIP. Her willingness to jump in to help, listen, and offer ideas and suggestions makes her an excellent choice as IAIP secretary. Although her colorful hair may raise concern, I encourage you to look past her individuality and see the real Martha. She is thoughtful, interested in hearing other opinions and then considers what is best for the good of IAIP. Her time on the board convinced me of her qualifications and dedication. I support Martha for IAIP secretary.

Linda Luka, CPCU, CIIP, AAI, AIS, DAE, CISR, CLP

Past International President of the International Association of Insurance Professionals

It is my pleasure to recommend Martha Elliott for the office of International Secretary. I have known Martha for over 13 years and during this time we have developed a solid professional and personal relationship. Martha has been my assistant and support in many developmental opportunities, and I valued her knowledge, expertise, and skills. Martha has displayed, time over time her creative side, as well as her abilities as a communicator, writer, and educator. She has the knack of being able to translate technical and complex information into clear, relatable content. Martha has used her knowledge of insurance and business acumen to facilitate programs, workshops, and webinars and is able to speak to issues and content of our association intellectually because of her knowledge and intuitiveness of the insurance industry. In addition to her professional qualifications, Martha has many personal qualities that are well suited for leadership and IAIP's executive office. Martha naturally falls into the role of a Go To person. She is the type of person we all need and use when situations become a challenge to navigate. Martha is not afraid to take risks and often suggests new directions to explore. She is committed to quality, growth, and progress, and she inspires others to strive for the same. In short, Martha is a visionary, a trusted advisor and educator of knowledge and skills... which are necessary qualities for IAIP leadership.

On a personal note...Martha brings humor into her day- to -day routine and is always friendly, open and positive. Martha is my recommendation for International Secretary. A role and honor that I believe she is suited for and is well deserving of.

Thank you for your time.

Sincerely,

Angie Sullivan CLP, CIIP, AIC

Insurance Professionals of Lincoln, Inc. Local President

Past International President of the International Association of Insurance Professionals

Martha is an excellent candidate for IAIP International Secretary. She is dedicated to developing IAIP as a whole and to supporting its members. She recognizes the challenges in our organization and sees them as opportunities for positive change.

From the local to the Regional level and beyond, she has given her time and talent to champion this organization, while also pursuing her own insurance education. She is a mentor who will acknowledge both teaching and learning moments. Martha will represent IAIP with enthusiasm and has my unlimited support. Vote for M.E.

Kristina Donaldson, CPCU, CIC, ERIS - Past Region VI Vice President



Jonel Thames Leake, CPCU, AAI, ASLI, CPIW, DAE, CLP

Hello Fellow IAIP Members,

My name is Jonel Thames Leake and I am running for International Secretary. I am a long-term member of IAIP and have served our organization at every level. From serving my local association President for seven terms, serving 3 terms as the NH Council Director, serving as the MAL Liaison for Region 1, co-chairing two regional conferences and serving as the 2021-2023 Region 1 Vice President, I have gained so much from our association, and I want to continue working with you and for you to make IAIP even greater. In addition to being the Region 1 VP, I am also serving on the NAIW International Legacy Foundation Board of Directors. Like most active members, I have also said yes when asked to serve on task forces and committees and I am always ready to pitch in to get things done. I have been rewarded for my activities as Insurance Professional of the Year for my local and council and as the Unsung Hero for both the council and region.

I am all in on education and have earned various designations. My most recent designation is the CLP and I am currently working towards the CLP-A designation. I have also completed the CWC and competed at the regional level twice. In addition to earning designations, I have taught insurance courses at a local college and for IAIP.

Why do I think I would be an effective International Secretary? Here are the top three reasons.

First of all, I excel at communication. I believe that the key to membership engagement and success is communication. I started monthly virtual meetings in Region 1. This gives the members an opportunity to hear what is happening in the region and on the International Level and to share any concerns and ask questions. This idea has since been adopted by Region IV and Region VII. As your International Secretary, I will continue these meetings so you always have a personal avenue for communication.

You may have seen the numerous blog posts I have had published in IAIP's blog Today's Insurance Professional in the past year. I post regularly on the Region 1 Facebook page and in the Online Community where I am the top contributor. My goal is to make sure the members know what is going on. A Region VII member recently said to me "you are everywhere!" and that is my goal.

Secondly, I believe that a collaborative environment is key to getting things done. As the Region 1 Vice President, I worked with then International President Geraldine Plott to revamp the award applications, I worked with the Region VII Vice President on a board topic to update the comprehensive manual, I worked with the Region V Vice President on elevating the MAL Liaison position to a Regional Director Position and I worked with the current International Vice President and the Region IV Vice President to review course pricing. The three of us are currently working together on another project which will be revealed soon. I am working with the Region V Vice President to guide the Regional MAL Directors and helping the Region II Vice President with the Regional Educational Directors. Our board has a vision for IAIP and we have all worked together to move IAIP forward. I know there is more work to do, and I want to work with the executive board and you to meet those goals.

Thirdly, I am a "big picture" person who looks at the unintended consequences of decisions. Sometimes the best solution for the short term is a bad decision for the long term and it is important to have board members recognize that and who will speak up and ask "what about...".

What do other members have to say about my candidacy?

It is with pleasure that I support Jonel Leake as our next International Secretary. Jonel is truly a visionary who will work collaboratively with our Executive Team to move IAIP forward. She is a trusted leader, displaying excellent communication skills and a strong passion for our association. I am confident she can and will make decisions that have a positive effect on all members and the association as a whole. Jonel will represent IAIP with the utmost professionalism. Let's 'GO ALL IN' with Jonel Leake for International Secretary

Geraldine Plott, CPCU, FCLA, SCLA, AIC, ARM, AIS, AINS, CIIP, DAE, CLP, Immediate Past International President

Esteemed Members of IAIP:

As a past International Officer of IAIP, I had a wealth of opportunities to work with Jonel Leake, not only in her leadership roles in the association, but as a member of various task forces and committees. I was impressed not only with Jonel's passion for our association, knowledge of our industry overall, but her insight, "big picture" capabilities, can-do spirit, boundless energy, as well as her willingness to roll up her sleeves and do the work we need to sustain our association.

I wholeheartedly support Jonel Leake as a candidate for International Secretary of IAIP.

Sincerely,

Lauri Oakden-Binder - Past International President

"Jonel is dedicated, hard-working and passionate about IAIP. She listens when members speak. She is driven to help IAIP and it's members succeed. She is an accessible leader. The first to reach out when someone needs help." Signed by the Council Directors of Region 1: Nicole Diley, Teresa Garcia, Dawn Halkyard, Lori Meagher and April Sanborn.

These are all members who have worked with me over the past two years. I also have several other endorsements that have been posted on my candidate facebook page. This interactive page will give you the opportunity to learn more about me, ask questions and let me know what questions and ideas you have! Please like and follow the page as I will be updating it regularly and you might just see a facebook live or two.

<https://www.facebook.com/profile.php?id=100087173234300>

I hope that when the electronic ballots come out, you will consider casting your vote for me, Jonel Thames Leake, so that we can keep working together. Thank you for your consideration.

In Fellowship,

Jonel Thames Leake - Candidate for International Secretary

IAIPRocks@gmail.com

207-752-1115

Watch your email for your opportunity to Vote!

